

Fig. 1



# SOFTWAREKS

## Market Segments

Manufacturing

## Base Solutions

Softmate



## Competing Solutions

Mailsuite  
Message Mart



## ☒ Business Requirement Groups

### ☐ Element Groups

Administration & Managem  
Collaborative Applications  
Ease of Use

easily administer the system  
easily navigate between applicati ...



Softmate    Softmate GO!    Mailsuite    Message Mart



Fig. 2

# SOFTWERKS

Home | Options | Help | Log Out



Search, Research, Compare, Build, Analyze

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SUN MICROSYSTEMS

## Market Segments

Manufacturing ☒

## Base Solutions

Softmate GO! ☒



## Competing Solutions

Mailsuite ☒  
Message Mart ☒



## Business Requirement Groups

### Element Groups

Administration & Management ☒  
Collaborative Applications ☒  
Ease of Use ☒

Can easily administer the system  
Can easily navigate between applications



|  | Softmate<br>Base<br>Solution<br>(29)   | Softmate GO!<br>Base<br>Solution<br>(26)   | Mailsuite<br>No<br>Threat<br>(7)  | Message Mart<br>Photo<br>Finish<br>(22)   |
|--|--|--|---|---|
| <input checked="" type="checkbox"/> Easily Administer the System | <input checked="" type="checkbox"/> 9.7  | <input checked="" type="checkbox"/> 8.7  | <input checked="" type="checkbox"/> 2.3   | <input checked="" type="checkbox"/> 7.3   |
| Central Administration   | <input checked="" type="checkbox"/> 9<br>Single point of entry to administrative functions   | <input checked="" type="checkbox"/> 9<br>Single point of entry to administrative functions | <input checked="" type="checkbox"/> 0<br>Centralized administration is not provided | <input checked="" type="checkbox"/> 9<br>Offers limited single point administration       |
| Effective management of end users and data                       | <input checked="" type="checkbox"/> 10<br>Provides effective management of end user and data | <input checked="" type="checkbox"/> 8<br>Strong effective management of end users and data | <input checked="" type="checkbox"/> 4<br>Limited user administration support        | <input checked="" type="checkbox"/> 7<br>Provides functional administrative support       |
| Multi-domain administration support                              | <input checked="" type="checkbox"/> 10<br>Softmate offers multi-domain management            | <input checked="" type="checkbox"/> 9<br>Easy and effective support                        | <input checked="" type="checkbox"/> 3<br>Mailsuite lacks multi-domain functionality | <input checked="" type="checkbox"/> 6<br>Message Mart offers basic multi-domain functions |



Fig. 3

| Detailed Feature Discussion | Feature Discussion | Business Value | Business Limitations | Success Story |
|-----------------------------|--------------------|----------------|----------------------|---------------|
|-----------------------------|--------------------|----------------|----------------------|---------------|

Multi-d main administration support

Message Mart vs. Softmate      Message Mart vs. Softmate GO!

### Message Mart

Unitech Message Mart's multi-domain management system provides basic functionality for managing large scale, multi-domain environments.

However, it lacks key features that professional system managers have come to expect and rely on. Chief among these are the lack of drag-and-drop functionality and the inability to view the hierarchical structure of the clustered domains.

### Objects

#### Analyst Comment:

"Message Mart does not provide a complete multi-domain management system. Its functionality does not include drag-and-drop capabilities nor viewer ability to see hierarchical structure of clustered domains." - Franklin Group, January 1999

### Softmate GO!

Softmate GO! domain management makes [COMPANY]'s administration easy and intuitive with a specialized, task-oriented interface. Softmate leverages existing skills and experiences of administrators for [PROJECT]. It also allows dragging and dropping functionality and the administration process takes care of all the back-end steps to successfully accomplish tasks. It provides an immediate hierarchical view of multiple domains, gives context specific task choices, and adds immediate results to implemented administration steps in a single interface.

### Objects

- Softmate Multi-domain support

#### Analyst Comment:

"Ramp-up time is minimal with Softworks Softmate GO! because of its extremely intuitive interface. The multi-domain environment is robust, providing context specific task choices and immediate results." - NETMAG, January 1999

Fig. 4

| Detailed Feature Discussion | Feature Discussion | Business Value | Success Story |
|-----------------------------|--------------------|----------------|---------------|
|-----------------------------|--------------------|----------------|---------------|

Message Mart vs. Softmate - Multi-domain administration support

Lower IT Support Costs by 15%

Efficient messaging systems help increase user self-reliance, reducing the need for IT support.

Objects

- How to Get More from Your IT Department

Reduce Number of IT Personnel by 10%

Efficient messaging systems help increase user self-reliance, reducing the need for IT support. In turn, there is less of a need for IT personnel support in administering and maintaining the system.

Objects

No Available Objects

Fig. 5

| Detailed Feature Discussion | Feature Discussion | Business Value | Business Challenge | Success Story |
|-----------------------------|--------------------|----------------|--------------------|---------------|
|-----------------------------|--------------------|----------------|--------------------|---------------|

Message Mart vs. Softmate - Multi-domain administration support

Morris Manufacturing Finds a Cure For Administration Headaches

Multi-domain administration support:

#### Softmate:

Morris Manufacturing is a diversified utilities company. Since processes require the involvement of employees of various disciplines located across the country, Mason needed a communication solution that would accommodate administering all messaging infrastructure from one location. Softworks Softmate multi-domain administration support proved to be the solution for him. Since the summer of 1997, about 50 employees have been using Softmate. Vanderhoff and his colleagues highly value Softmate's simplified administration.

"We really like the task-oriented single point of administration interface. It is simple and intuitive and really relieves us of some big administration headaches." - Wallace Vanderhoff, Director of Corporate Regulatory Affairs, Morris Manufacturing.

#### Easily Administer the System:

Morris Manufacturing is a diversified manufacturing company that needed a communication solution that would accommodate administering all messaging infrastructure from one location. Softworks Softmate multi-domain administration support proved to be the solution. Highly valued is Softmate's simplified administration tools that allow views into every part of Morris' corporate messaging system.

"We really like the task-oriented single point of administration interface. It is simple and intuitive and really relieves us of some big administration headaches." - Wallace Vanderhoff, Director of Corporate Regulatory Affairs, Morris Manufacturing

#### Objects

- Morris Manufacturing Logo
- Multi-Domain Support

#### King Industries Deals With Decentralization

#### Easily Administer the System:

King Industries is a global manufacturer that currently uses a variety of messaging systems, including Softworks Mail, Versasoft Mailsuite, and Digitex Mailworks. System administrators had previous difficulties managing so many systems until Softmate helped provide more efficient, effective administration. Softmate helped provide a central interface for user and group management and key administration tools that made for easy, stress-free administration.

"It's a headache to keep all these systems running with all of these different divisions and e-mail administrators. Mail gets lost and we don't know why. My ultimate goal with Softmart is to manage everything from a central location..." - Victor Smith, Chief Information Officer, (CIO) for King Defense and Electronics

#### Objects

- King Industries Reap the Rewards of Centralized Messaging
- King Industries L go

Fig. 6A

---

- King Industries Case Study

---

Palamino Uses Softmate to Validate Transaction Process \*

**Easily Administer the System:**

With the additional benefit of having access to Softmate technologies, Palamino can very easily administer the messaging system and is able to validate transaction processes more efficiently than ever before.

"Softmate's back-end functionality has made it easier than I ever could have expected to validate transaction processes. I never would have expected to find such a robust and easy to use tool in messaging." - John Dolan, Help Desk Representative, Palamino

**Objects**

- Palamin Cas Study
- Palamin I go

---

Crookham Telecom Leverages Softmates' Centralized Administration \*

**Easily Administer the System:**

Crookham Industries has been really impressed with the ease of administration functions and effective management of end users. This is a key result of the capabilities of the shared folders. These shared folders are helpful for Crookham's vast number of committees and task forces that are required to be able to collaborate on projects.

"It's pretty simple to troubleshoot, and it doesn't take a long time to grasp the knowledge of the system." - John Adams, Network Manager, Crookham Telecom

**Objects**

- Crookham Telecom Leverages Softmates' Centralized Administration
- Crookham Telecom Logo

Fig. 6B

# SOFTWAREKS

Home | Options | Help | Log Out

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## Market Segments

Manufacturing

## Base Solutions

Softmate GO!

## Competing Solutions

Mailsuite  
Message Mart

## Business Requirement Groups

### Element Groups

Administration & Management  
Collaborative Applications  
Ease of Use

enable PDA access  
Implement replication functionality

|  | Softmate<br>Base<br>Solution<br>(29)   | Softmate GO!<br>Base<br>Solution<br>(46)   | Mailsuite<br>No<br>Threat<br>(7)  | Message Mart<br>No<br>Threat<br>(22)  |
|--|--|--|---|---|
| <input checked="" type="checkbox"/> Easily Administer the System | <input checked="" type="checkbox"/> 9.7  | <input checked="" type="checkbox"/> 8.7  | <input checked="" type="checkbox"/> 2.3   | <input checked="" type="checkbox"/> 7.3   |
|  | <input checked="" type="checkbox"/> 9<br>Single point of entry to administrative functions   | <input checked="" type="checkbox"/> 9<br>Single point of entry to administrative functions | <input checked="" type="checkbox"/> 0<br>Centralized administration is not provided | <input checked="" type="checkbox"/> 9<br>Offers limited single point administration       |
|  | <input checked="" type="checkbox"/> 10<br>Provides effective management of end user and data | <input checked="" type="checkbox"/> 8<br>Strong effective management of end users and data | <input checked="" type="checkbox"/> 4<br>Limited user administration support        | <input checked="" type="checkbox"/> 7<br>Provides functional administration support       |
|  | <input checked="" type="checkbox"/> 10<br>Softmate offers multi-domain management            | <input checked="" type="checkbox"/> 9<br>Easy and effective support                        | <input checked="" type="checkbox"/> 3<br>Mailsuite lacks multi-domain functionality | <input checked="" type="checkbox"/> 6<br>Message Mart offers basic multi-domain functions |
| <input checked="" type="checkbox"/> Enable PDA Access            | <input checked="" type="checkbox"/> 0.0  | <input checked="" type="checkbox"/> 20.0   | <input checked="" type="checkbox"/> 0.0   | <input checked="" type="checkbox"/> 0.0   |
| <input checked="" type="checkbox"/> PDA access                   | <input checked="" type="checkbox"/> 0<br>Softmate GO! offers PDA access                      | <input checked="" type="checkbox"/> 10<br>Full support for remote access                   | <input checked="" type="checkbox"/> 0<br>No support for remote access               | <input checked="" type="checkbox"/> 0<br>No support                                       |

Fig. 7



|                             |                      |                      |                      |
|-----------------------------|----------------------|----------------------|----------------------|
| <b>Company Name:</b>        | International Manufa | <b>Project Name:</b> | CTD                  |
| <b>First Name:</b>          | Mary                 | <b>Last Name:</b>    | Smith                |
| <b>Market Segment:</b>      | Manufacturing        | <b>E-mail:</b>       | msmith@softwerks.com |
| <b>Level:</b>               | Technical            | <b>Title:</b>        | Product Manufacturin |
| <b>Address1:</b>            | 808 Hyde Street      | <b>Address2:</b>     | Suite 250            |
| <b>City:</b>                | San Francisco        | <b>State:</b>        | California           |
| <b>Zip:</b>                 | 94104                | <b>Phone #:</b>      | 415-421-2390         |
| <b>Project Description:</b> | Jones IT info        |                      |                      |



*Note: Bold options must be completed before you click Submit*

Fig. 8



### Opportunity Information



Market Segment:

Company Name:

Project Name:

First Name:

Last Name:

E-mail:

Level:

Title:

Address1:

Address2:

City:

State:

Zip:

Phone:

Project Description:

Interview Type:

Business Requirements ☒

Elements ☐



### Relevant Information

Enter contact information for the opportunity that you want to submit to the Market-Touch Central Knowledge Base.

Then select the Interview Type --

either:

- By Business Requirements, or
- By Element.

Then click NEXT to continue.

**Note:** Items in **bold** must be completed before you click NEXT.

Fig. 9



## Select An Opportunity

## Relevant Information

Enter contact information for the opportunity that you want to submit to the Market-Touch Central Knowledge Base.

Then select the Interview Type --

either:

- By Business Requirements, or
- By Element.

Then click NEXT to continue.

**Note: Items in bold must be completed before you click NEXT.**

|                   |             |            |      |
|-------------------|-------------|------------|------|
| Company Name      | Person Name | First Name | Date |
| International Man | CTD         | Smith      | May  |
| 10/21/1999 11:0   |             |            |      |



Fig. 10

## Business Requirements

**Company: International Marketing**  
**Project: CTD**



## Administration & Management

- Easily install and configure the system**
- Easily administer network protocols**

## Collaborative Applications

- Facilitate collaboration**
- Integrate with ERP solutions**

## Ease of Use

-  Easily administer the system
-  Easily navigate between applications

## Handheld Solutions

- Enable PDA access
- Implement replication functionality

## Messaging Reliability

- 
- Provide highly reliable messaging**

## Messaging Scalability

- ## Provide scalability

## Reliable Security

### Relevant Information

## Enable PDA Access

**Business Problem:**

**Business Problem:** International Marketing has difficulty maintaining open communication among a mobile work force thus PDA access is mission critical to facilitate information sharing.

### Business Requirement:

**Business Requirement.** In today's fast moving business environment, International Marketing needs messaging systems that offers PDA access capabilities for employees who spend a lot of time away from their grounded communications environment. This is crucial to stay ahead of the competition by facilitating open communication channels among members of International Marketing's dynamic workforce. Without the freedom that PDA access offers, International Marketing's mobile users will spend significantly more time communicating internally and less time getting the job done.

## Objects

**Best of Messaging Solutions**

**Pr vide additi nal text f r "enable PDA access"**

International Manufacturing is making a significant investment in handheld computers to either complement or replace desktop computers. Softwerk's Softmate GO! provides the most robust and reliable mobile messaging solution for handheld computers.



Fig. 12



## Relevant Solutions

Company: International Marketing  
Project: CTD

## Relevant Information

### Softmate GO!

#### Softmate

☐

Softworks' Softmate GO! is a scaled down version of its popular Softmate messaging solution which is used on hand held computing devices offering a complete portable messaging solution. It is offers quick dial-in, with reliable and secure functionality. Softmate GO! is the industry leader in portable messaging.

#### Softmate GO!

☒

#### Mailsuite

☒

It is a comprehensive messaging platform that enables the widest range of collaborative solutions. Its proven messaging foundation is scalable, reliable, and secure, offering industry-leading performance and availability. Softmate GO! leverages existing IT investments through built-in connectivity, coexistence, and migration tools. Internet protocols are part of the core server architecture, and Mailsuite's deep integration with Windows NT and the rest of the Softworks' product family enable you to build powerful collaborative business solutions and manage your communications environment using common, familiar tools.

#### Message Mart

☒

## Objects

☐ Softmate GO! Site

Fig. 13



Company: International Marketing  
Project: CTD

## Element Importance

### Easily Administer the System



Central administration



Effective management of end users and data



Multi-domain administration support

### Enable PDA Access



PDA access

- ☒ ☒
- ☐ ☐
- ☐ ☐
- ☐ ☐
- ☒ ☒
- ☐ ☐

## Relevant Information

### Central administration

Central administration provides International Marketing with a single interface for all messaging and collaboration management functions such as shared mail management, assigning mailbox quotas, establishing mail routing topology, and workgroup tracking. Toolsets that do not provide a central management interface burden administrators with multiple applications, each designed to address specific management challenges. Consolidating the management toolset provides economies, particularly in complex environments where sophisticated messaging and collaboration architectures must be maintained to facilitate day to day business operations at International Marketing.

## Solution Features

### Mailsuite (0): Mailsuite's Central Administration

Mailsuite does not offer centralized administration. Consequently, International Marketing must hire and train e-mail administrators for each site.

#### Analyst Comment:

"The Mailsuite product offers strong administration for single locations, but offers no support for managing distributed organizations from a single location." - System Management Journal, January 1999

### Message Mart (9): Message Mart's Single Point of Administration

Message Mart provides a management console that allows for the management of most major database related operations. The console provides support for specific messaging and collaboration management tasks like



Fig. 14



Company: International Marketing  
Project: CTD

## Additional Elements

**Administration**  
 PC Week's Favorite Feature

**Collaborative Applications**  
 Document management  
 Group scheduling/calendaring  
 Real-time technology  
 Workflow coordination

**Ease of Use**  
 Navigable interfaces  
 Web access to mail

**Handheld Messaging**  
 Multiple PDA OS Support

**Installation and Configuration**  
 Flexible user importing  
 Migration wizard  
 Windows NT integration

## Relevant Information

Select the importance of each additional element, from this list of elements not previously associated with the selected business requirements.

The three radio buttons represent:

- ☐ Not Required
- ☒ Desired
- ☐ Key

*Tip: To type additional text describing a selected element's importance, click the notepad icon then type the description in the text window that appears.*

- Click the individual elements (in blue) to view more information about that element.
- Click the screen heading, "Additional Elements" (in white), to return to this information screen after viewing individual element descriptions.

Fig. 15



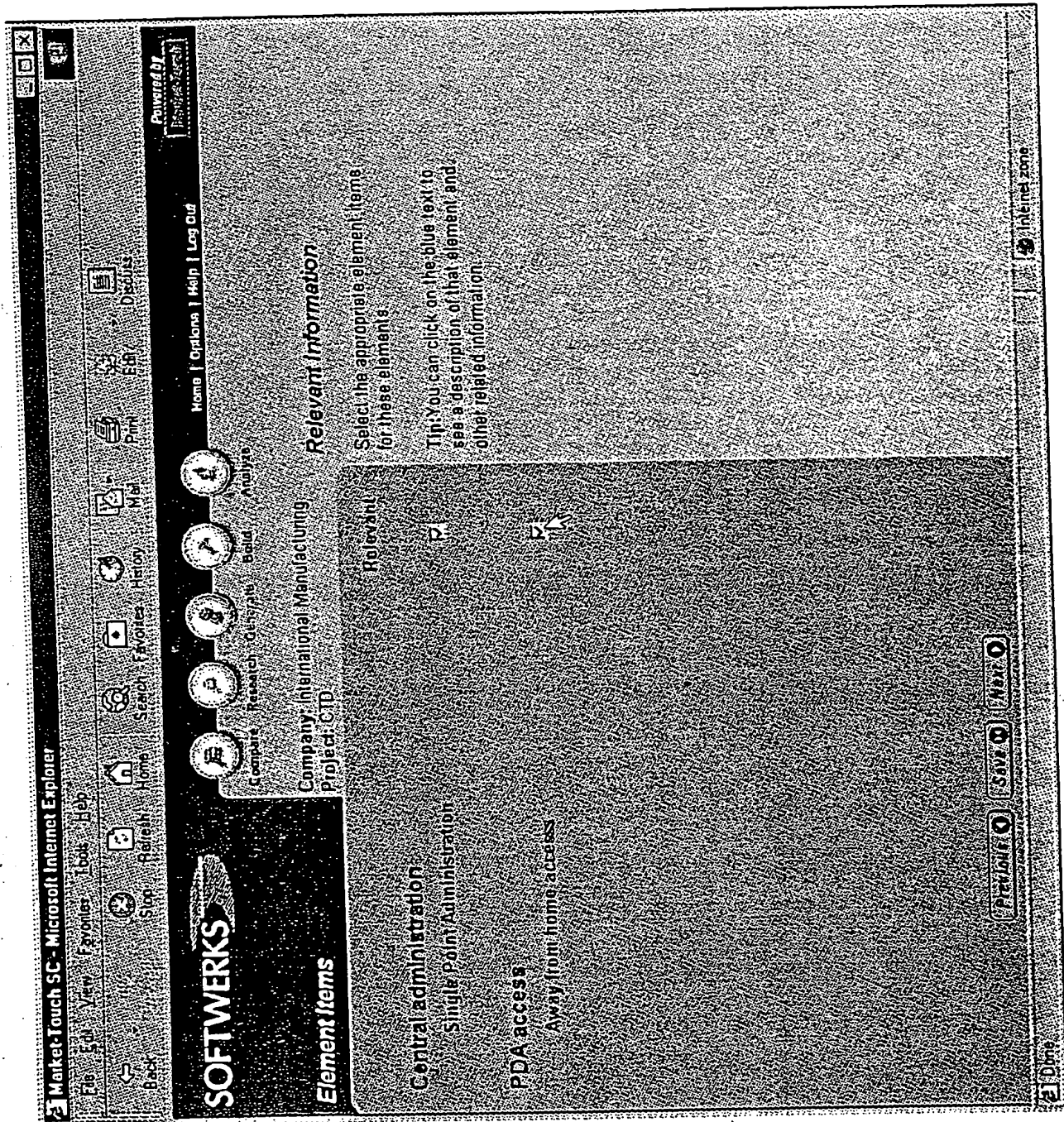


Fig. 16



## Choose Documents

Company: International Manufacturing  
Project: CTD

## Recipient/Attachments

First Name:   
Last Name:   
E-mail:



Competitive Research Report ☒

Dynamic Data Sheet ☐

Executive Pitch Letter ☐

Follow Up Letter ☐

Pain Sheet ☐

PowerPoint Presentation ☒

Request For Information ☒

Requirements Analysis ☐

☐ URL

☐ MS Word

☐ GIF



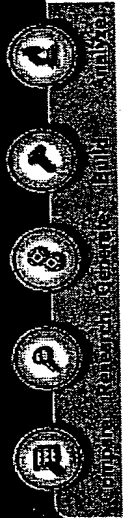
Fig. 17



SOFTWAREKS

**Choose Documents**      Company: International Manufacturing      **Recipient/Attachments**  
Project: CTD

Your Document(s) are being generated.  
To view, [click here](#).



SOFTWERKS

Search



**Additions and Revisions**  
*No additions and revisions*

**News and Company Information**  
**COMPANY INTRANET**  
**INDUSTRY NEWS**  
**PRESS RELEASE**

Welcome, Mary Smith  
Below are your saved documents organized by opportunity.

International Manufacturing - CTD

**International Manufacturing - CTD**

- ☐ Smith, Mary
  - 10/21/1999 12:56 PM
  - ☐ Competitive Research Report
  - ☐ PowerPoint Presentation
  - 10/21/1999 12:56 PM
  - ☐ Request For Information
  - 10/21/1999 12:56 PM

Fig. 19



# SOFTWERKS

Search



**Additions and Revisions**  
*No additions and revisions*

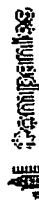
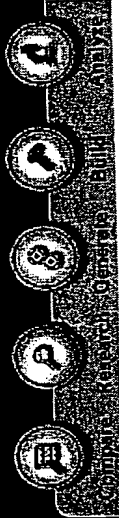
**News and Company Information**  
**COMPANY INTRANET**  
**INDUSTRY NEWS**  
**PRESS RELEASE**

Welcome, Mary Smith  
Below are your saved documents organized by opportunity.

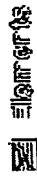
**Results for Objections Search:**  
1 matches sorted by relevance

Softmate GO! isn't as fast as Message Mart or Mailsuite

Fig. 20



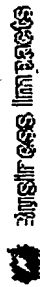
Companies



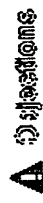
Reports



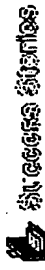
Business Requirements



Business Limitations



Solutions



Success Stories

## Objections

Select Base Solution

### Administration

- According to Versasoft too much spare disk space is required for routine maintenance
- Softmate migration wizard is not comprehensive

### Security

- Unitech refuses to acknowledge Softmate's granular security model
- Versasoft says that Softmate migration wizard lacks an automated, comprehensive migration process

### Installation

- Softmate GO! is difficult to install.
- Softmate's user importing is too expensive

### Performance

- Softmate GO! isn't as fast as Message Mart or Mailsuite

## Relevant Information

### Softmate GO! isn't as fast as Message Mart or Mailsuite

Softmate GO! is a superior application for mobile users of handheld devices, allowing near-instant access to email from any location. Though it is not as fast as a desktop messaging system due to current technology limitations, those limitations will be removed as the emerging market expands.

#### Objects

- Article on enterprise mobile messaging



- Companies
- Elements
- Business Requirements
- Business Limits
- Applications
- Success Stories

## Elements

Select Base Solution

### Administration

- Central administration
- Effective management of end users and data
- Multi-domain administration support
- PC Week's Favorite Feature

### Collaborative Applications

- Document management
- Group scheduling/calendar
- Real-time technology
- Workflow coordination

### Ease of Use

- Navigable Interfaces
- Web access to mail

### Handheld Messaging

- Multiple PDA OS Support
- PDA access

### Installation and Configuration

- Flexible user importing

## Relevant Information

### PDA access

PDA access to messages provides [COMPANY] with mobile support for employees who are often on the road. With PDA access, employees have full messaging capabilities without needing access to conventional modems and grounded telephone connections.

#### Objects

No Available Objects

### Solution Features

- Software (0)** - Softmate PDA Access

Softmate does not support remote access. If a customer needs remote support for its messaging system, Softmate GO! fully supports remote access and can be purchased separately.

- Softmate GO! (10)** - Softmate GO! PDA Access

Softmate GO! is the premier solution offering PDA access in conjunction with a messaging system.



- Mailsuite (0)** - Mailsuite PDA Access

Mailsuite does not support remote access.

- Message Mart (0)** - Message Mart PDA Access

---

**View M. tadata**

**Softmate GO! PDA Access**

Entry Date: 07/22/1999  
Last Update: 07/29/1999  
User Name: Jason Wong  
Data Source: Not Defined

Fig. 23



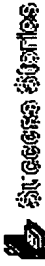
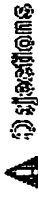
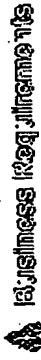
**Submit Solution F atur**  
Mailsuite PDA Access

Jason,  
I heard a rumor that a beta version of  
Mailsuite for handheld platforms will be  
announced next quarter. You may want to  
look into it.

Mary

OK Cancel

Fig. 24



Search by Attributes  
Search by Name-Title  
Browse All

## Success Stories Search By Customer Attributes

Please choose from the lists below and press the Submit button.

Customer Attribute

Valid Success Stories (0)

Attribute List

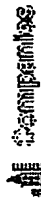
Size of Company  
1000-5000 Users  
500-1000 Users  
Less Than 500 Users  
Revenues

Submit

## Success Story Query Criteria

- Size of Company
  - 1000-5000 Users

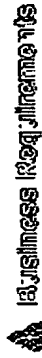
Fig. 25



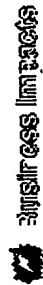
Companies



Messages



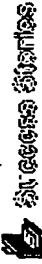
Business Requirements



Success Stories



Applications



Success Stories

Search by Attributes

Search by Market-Tech

Reverse All

## Success Stories-Search By Customer Attributes

Please choose from the lists below and press the Submit button.

Customer Attribute

All

Valid Success Stories (5)

Abbey Mark Manufacturing goes ...

Attribute List

Size of Company  
1000-5000 Users  
500-1000 Users  
Less Than 500 Users  
Revenues



Success Story Query Criteria

Revenues

- \$200M Plus

Size of Company

- 1000-5000 Users

### Abbey Mark Manufacturing goes with Softmate GO! in Groundbreaking Deal ✨

Abbey Mark is a manufacturer of premium automotive lubrication components. The company has a market capitalization of \$6 billion with employees in more than a dozen countries. As the number two lubrication components manufacturer in the world, the sales force must travel extensively worldwide and relies heavily on the portable support tools available to support the sales function.

Abbey Mark rolled out its Softmate GO! implementation company-wide and now has more than 4000 dedicated users. With the Soft mate GO! full integration with hand held computing devices and GSL dialing in capabilities, Abbey has been able to reduce hardware cost by more than \$500 per user.

"My effectiveness has improved dramatically since I started using Softmate GO! messaging systems while on the road. Now I can check messages from anywhere on the road and communicate with my manager without having to use a traditional telephone hook-up. I don't know how I ever lived without this tool," Dana Smith, Senior Account Manager, Pacific Rim



Search




Additions and Revisions

No additions and revisions

News and Company  
Information

COMPANY INTRANET  
INDUSTRY NEWS  
PRESS RELEASE

Welcome, Mary Smith  
Below are your saved documents organized by opportunity.

 International Manufacturing - CTD

International Manufacturing - CTD

- ☐ Smith, Mary
  - ☒ Competitive Research Report
  - ☒ PowerPoint Presentation
  - ☐ Request For Information


 10/21/1999 12:56 PM



Fig. 27

## **Request For Information**

Submitted by: **Mary Smith**  
**October 21, 1999**

International Manufacturing is submitting this Request for Information to selected vendors to evaluate solution and service offerings for the CTD project. Please provide detailed information about how your solution or service implements the following desired elements. If you have any questions regarding this RFI, please contact Mary Smith at 415-421-2390, or email to [msmith@softwerks.com](mailto:msmith@softwerks.com).

Please provide the following information:

**Vendor Name:**

**Vendor Address:**

**Vendor Contact:**

**Vendor Phone:**

**Vendor Email:**

---

**Administration**

| Element                                    | Description   | How is this element implemented in your solution? |
|--|---|---|
| Central administration                     | Central administration provides International Manufacturing with a single interface for all messaging and collaboration management functions such as shared mail management, assigning mailbox quotas, establishing mail routing topology, and workgroup tracking. Toolsets that do not provide a central management interface burden administrators with multiple applications, each designed to address specific management challenges. Consolidating the management toolset provides economies, particularly in complex environments where sophisticated messaging and collaboration architectures must be maintained to facilitate day to day business operations at International Manufacturing. |   |
| Multi-domain administration support        | Multi-domain administration support allows International Manufacturing to administer all messaging infrastructure, including files, servers, messaging, and configuration, from one location.   |   |
| Effective management of end users and data | The ability to effectively manage end users and data is vital for International Manufacturing. This includes the flexibility to design directory details to suit each organization's requirements.  |   |

## Handheld Messaging

Fig. 29A

| Element    | Description  | How is this element implemented in your solution? |
|------------|--|---|
| PDA access | PDA access to messages provides International Manufacturing with mobile support for employees who are often on the road. With PDA access, employees have full messaging capabilities without needing access to conventional modems and grounded telephone connections. |   |

Fig. 29B

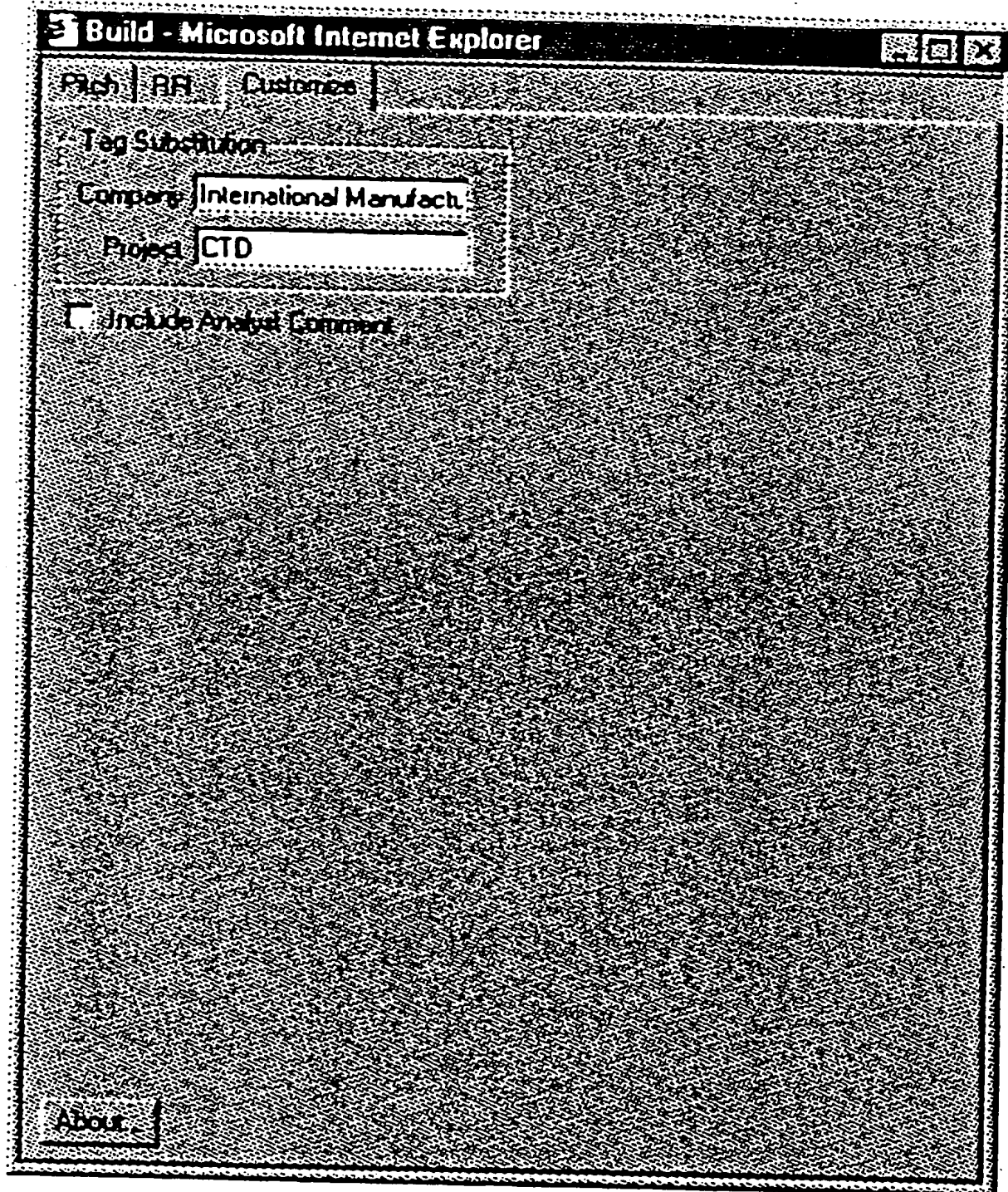


Fig. 30





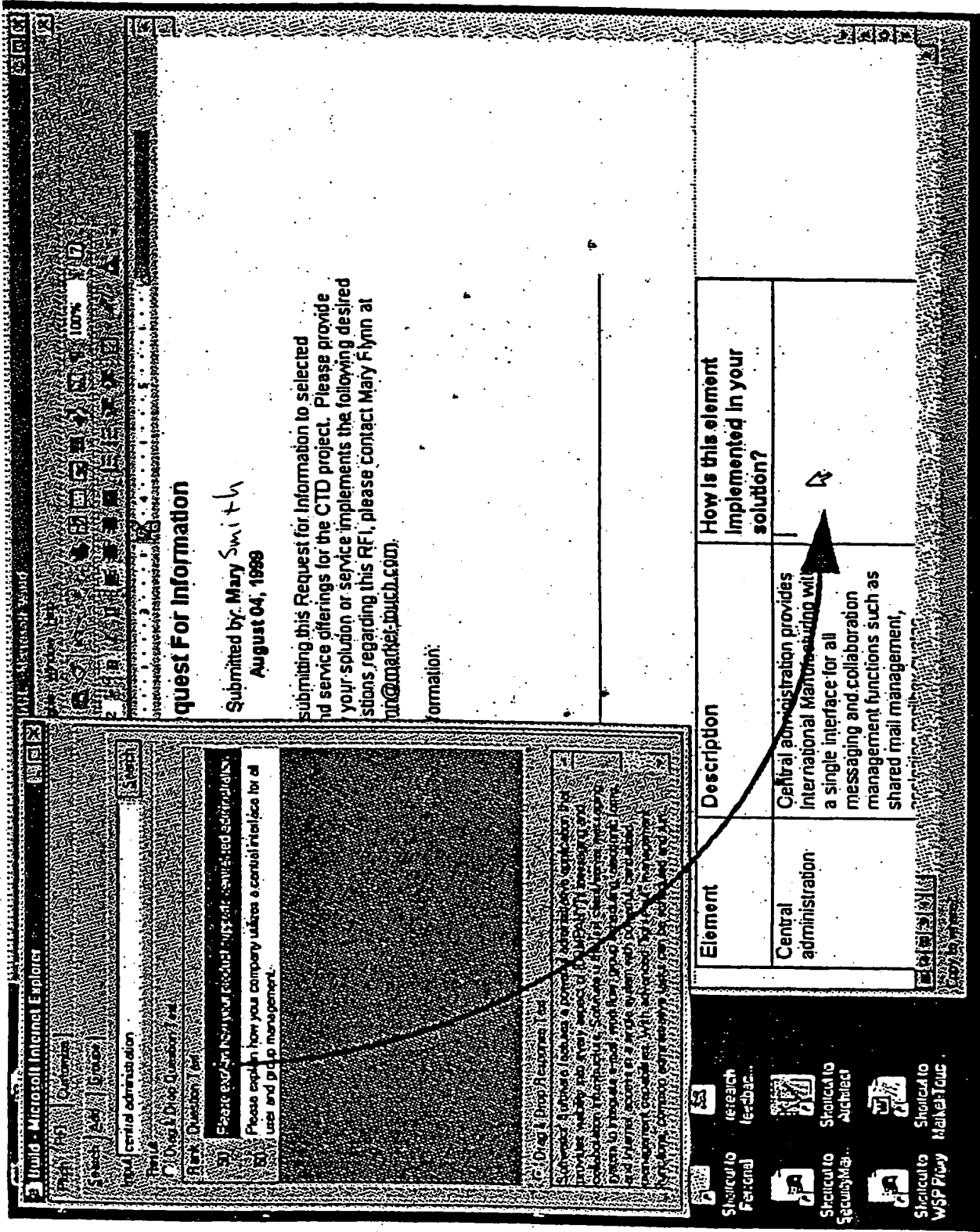


Fig. 32

Market-Touch SC - Microsoft Internet Explorer

Home | Orders | Help | Log Out

Power by

**SOFTWERKS**

**Response Reports**

Solutions  
by solution  
by month  
by market segment  
by state  
by customer company

**Business Requirements**

by business requirements  
by month  
by market segment  
by state  
by customer company

**Elements**

by element  
by month  
by market segment  
by state  
by customer company

**Usage Reports**

opportunities by user  
user by month  
user by market segment  
documents by user

**Documents by User**

PowerPoint Presentation 95  
Corporate Research Report 19  
Dynamic Data Sheet 31  
Rain Sheet 28  
Requirements Analysis 18  
Sales Strategy 5  
Follow Up Letter 1

Market-Touch SC - Microsoft Internet Explorer

Fig. 33

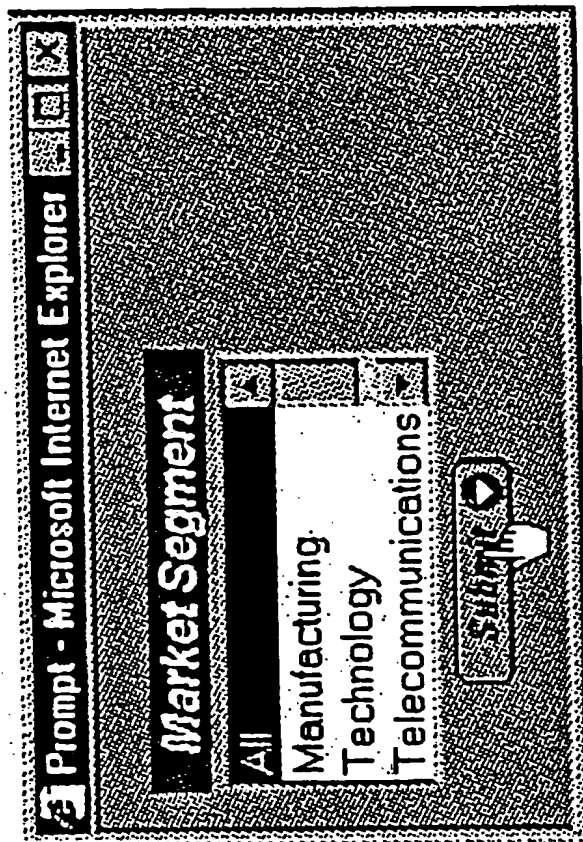


Fig. 34



**(icon) DataGem Groups**

## Groups (icon) Content Review

**(icon) E-mail Properties**

**Content Review Group 1 \***  
**Content Review Group 2**  
**Content Review Group 3**

(right click on Content Review Group name and menu displays include ('Add', 'Rename', 'Duplicate', and 'Delete')

**(When Content Review Group name above is clicked, name above stays highlighted and the below information displays):**

| <i>User ID**</i> | <i>User Name</i>            | <i>E-Mail</i> | <i>Review New Data</i> |
|------------------|-----------------------------|---------------|------------------------|
| User Name 1      | user email address(no edit) |               | Y                      |
| User Name 2      | user email address          |               | N                      |

**Content Director:\*\*\***

*Assigned DataGem Groups:*

[Displays DataGem Groups selected; allows multi-select of DataGem Group Name 1, DataGem Group Name 2, etc. ]

☐ **Active Content Review Group**

## Process Immediately

**Save**

Fig. 36

**(icon) Data Maintenance:**

(icon) DataGem Groups

(icon) Content Review Groups

(icon) E-mail Properties

DataGem Group 1[ARCH\_DATAGEM GROUPS.GROUP\_DESC]  
DataGem Group 2  
DataGem Group 3

(right click on DataGem Group name and menu displays include ('Add', 'Rename', 'Duplicate', and 'Delete'))

(When DataGem Group name above is clicked, name above stays highlighted and the below information displays)

Name: DataGem Group 1

Content

High Tech

Market-Touch Category

Solutions

Market-Segment (\*\*only appears for b-req, solutions, or success stories are selected in category drop down; filters the category list if applicable)

Informatica

Category List

Add

[Supports multi-select. lists all solutions here, including right click delete functionality];

Category Category List Last Modified Date

☐ Active DataGem Group [ARCH\_GROUPS.ACTIVE]

☐ Process Immediately

Save

Review Cycle

[ARCH\_DATAGEM GROUPS.AUDIT\_CYCLE]

Fig. 37

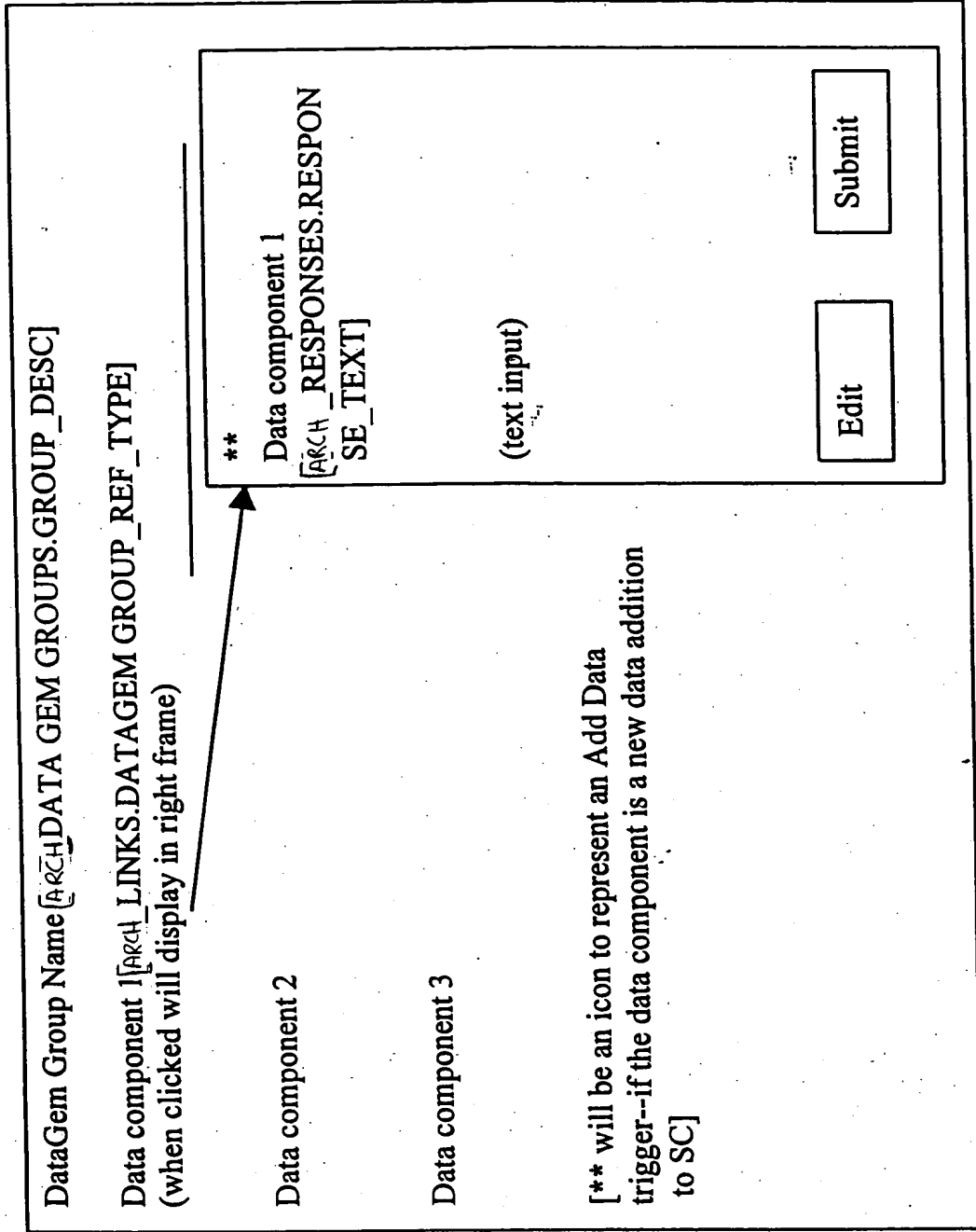






Fig. 38



### DataGem Groups

|  |   |
|--|---|
| <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>DataGem Groups (icon)</p> </div> <div style="text-align: center;">  <p>Content Review Groups (icon)</p> </div> </div> |   |
| <ul style="list-style-type: none"> <li><input type="radio"/> DataGem Group 1[AE_DATAGEM GROUPS.GROUP_DESC]</li> <li><input type="radio"/> DataGem Group 2</li> <li><input type="radio"/> DataGem Group 3</li> </ul>  | <p><b>DataGem Group Content</b></p> <p>[ARCH_LINKS.AE_DATAGEM GROUP_REF_TYPE] 1</p> <p>[ARCH_LINKS.AE_DATAGEM GROUP_REF_TYPE] 2</p> |

### Content Review Groups

|   |  |
|---|--|
| <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> </div> |  |
| <ul style="list-style-type: none"> <li><input type="radio"/> Reviewer 1 [USERS.USER_DESC]</li> <li><input type="radio"/> Reviewer 2</li> <li><input type="radio"/> Reviewer 3</li> </ul>  | <p>[ARCH_LINKS.AE_DATAGEM GROUP_REF_TYPE]</p> <p>Data Text 1[AE_RESPONSES.RESPONSE_TEXT]</p>   |
| <div style="border: 1px solid black; padding: 5px; display: inline-block;">Pending Responses</div>  | <div style="border: 1px solid black; padding: 5px; display: inline-block;">Scratch Pad *</div> |

**Pending Content Review Group Responses**

[USERS.USER\_DESC] *[email icon; when selected, will launch a new email with the 'to' box populated by the user\_desc email address]*

Submit

Clear

Cancel

Fig. 39

SubmitClearCancel

Fig. 40